

## Message Text

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PAGE 01 BELGRA 06444 271240Z

51

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

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R 271142Z DEC 74

FM AMEMBASSY BELGRADE

TO USDOC WASHDC

INFO SECSTATE WASHDC 1570

AMCONSUL ZAGREB

UNCLAS BELGRADE 6444

E.O. 11652: N/

TAGS: BFOL YO

SUBJ: MAJOR PRODUCT OPPORTUNITY: HYBRID CIRCUITRY PRODUCTION

LINE FOR EI - NIS.

SUMMARY: WELL-KNOWN YUGOSLAV ENTERPRISE WOULD LIKE EARLY TURNKEY OFFER, INCLUDING ENGINEERING, TECHNOLOGY AND TRAINING AND WORTH \$2-4 MILLION BY EMBASSY'S ESTIMATE, OF COMPLETE, COMPUTER-CONTROLLED PRODUCTION LINE TO MANUFACTURE HYBRID THICK-FILM CIRCUITS. FOLLOWING INFORMATION FOLLOWS PTO FORMAT. END SUMMARY

1. 479/01/P-0006

2. 122674

3. W. WALLER

4. 479 YUGOSLAVIA

5. M

6A. REPLY TO --

6B. ING. JOVAN SUVAJIC, DIRECTOR

6C. ELEKTRONSKA INDUSTRIJA - FACTORY OF ELECTRONIC COMPONENTS

"AVALA"

BATAJNICKI DRUM 23

11000 BEOGRAD, YUGOSLAVIA

7. CABLE: YU EI BGD 11823

8 CO REFTEL: BELGRADE 2457

9. 101

10. 9913102-1000 PLANT FOR ELECTRONIC GOODS: TURN KEY OFFER,

INCLUDING ENGINEERING, TRAINING AND TECHNOLOGY,

FOR COMPLETE LINE OF MODERN EQUIPMENT TO

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MANUFACTURE HYBRID THICK-FILM CIRCUITS.

ESTIMATED COST \$2-4 MILLION. GENERAL CONTOURS:  
TECHNOLOGY LEVEL: CIRCUITS SUITABLE FOR  
AUTO INDUSTRY; FOR CONSUMER PRODUCTS SUCH AS COLOR AND BLACK-  
AND-WHITE TV AND RADIO, TELEPHONE SETS, WALKIE-TALKIE AND MOBILE  
RADIOS,  
AND POSSIBLE ELECTRONIC CALCULATORS.

-- TECHNOLOGY TYPE: THICK-FILM TECHNIQUE WITH ALUMINUM SUBSTRATUM  
BUT WITHOUT PLASTIC INCAPSULATION. YUGOSLAV ENTERPRISE CONSIDERS  
"DUPONT-TYPE" TECHNOLOGY BEST SINCE NEITHER CLEANING NOR TRIMMING  
REQUIRED.

-- PLANT CAPACITY: ANNUAL PRODUCTION OF ONE MILLION THREE-BY-THREE  
INCH PLATES IN ONE SHIFT OR EQUIVALENT IN SMALLER PLATES.

-- PLANT CHARACTERISTICS: AUTOMATION AND COMPUTER CONTROL OF ENTIRE  
PRODUCTION PROCUESS, INCLUDING DESIGN BY COMPUTER, AUTHOMATICALLY  
CONTROLLED FURNACES (CONVEYER SYSTEM), AUTOMATIC THICK-FILM  
PRINTER, SEMI-AUTOMATED OR COMPLETELY AUTOMATED BONDERS, ALL  
TRIMMING AND MECHANICAL TREATMENT BY (COMPUTER CONTROLLED)  
LASER, AND COMPUTERIZED FINAL MEASURING FOR LARGE SERIES. LITTLE  
TEST EQUIPMENT FORESEEN, SINCE FUNCTIONAL TRIMING ANTICIPATED  
AND INPUT-OUTPUT CONTROL WOULD OCCUR AFTER TRIMMING.  
BUYER PLANS SOON TO EXPAND PRESENT RANGE OF PRODUCTION OF  
SEMINDUCTORS AND OTHER ELECTRONIC COMPONENTS. IT WISHES  
CONCLUDE TURNKEY ARRANGEMENT FOR HYBRID CIRCUITRY EQUIPMENT IN  
EARLY 1975 AND BEGIN PRODUCTION IN 1976. PLANT WILL BE DESIGNED  
AND ERECTED TO FIT PRODUCTION LINE SPECIFICATIONS ON SITE NEAR  
BELGRADE.

BUYER IS SUBSIDIARY OF AN ORGANIZATION WHICH, AS YUGOSLAVIAS'S  
SECOND LARGEST ELECTRONIC ENTERPRISE, EMPLOYS 21,000 OPERATES  
32 PLANST, AND MANUFACTURES VARIETY OF PRODUCTS INCLUDING  
CONSUMER AND INDUSTRIAL ELECTRONIC GOODS, COMMUNICATIONS  
EQUIPMENT, MEDICAL EQUIPMENT, HOME APPLIANCES, AND COMPONENTS  
FOR ITS PRODUCTION. ENTERPRISE ENJOYS GOOD  
RELATIONS WITH MANY FOREIGN COMPANIES,  
INCLUDING RCA AND TEXAS INSTRUMENTS.

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 DEC 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**TAGS:** BFOL, YO  
**To:** COM  
**Type:** TE  
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